

**Music from Salem
2024 Budget vs 2023**

As of April 2024

	YTD Actual 2024	% to Annual Budget	Annual Budget 2024	\$ Variance vs 2023	Actual 2023	Revised Budget 2023	#	Actual2022	Actual 2021	Actual 2020
INCOME										
UNEARNED										
In Kind Donation <i>(For information only, not included in Total Unearned Income.)</i>										
Business Donations	\$ 1,200	120%	\$ 1,000	\$ (266)	\$ 1,266	\$ 800	\$ 805	\$ 5,180	\$ 1,505	
Individual Donations	\$ 18,338	65%	\$ 28,000	\$ 3,664	\$ 24,336	\$ 28,000	\$ 26,021	\$ 38,215	\$ 27,525	
Restricted Donation (Seminar Tuition)			\$ 3,000	\$ (2,000)	\$ 5,000	\$ 3,000	\$ 6,000	\$ 3,000	\$ 3,000	
Board Donations	\$ 6,000	120%	\$ 5,000	\$ 600	\$ 4,400	\$ 5,000	\$ 4,115	\$ 2,608	\$ 3,730	
NYSCA	\$ 15,000	100%	\$ 15,000	\$ 15,000	\$ -	\$ -	\$ 25,000	\$ 8,000	\$ 8,000	
Winter Party	\$ 4,563	91%	\$ 5,000	\$ (1,441)	\$ 6,441	\$ 4,000		\$ -	\$ 3,710	
Summer House Pty			\$ -	\$ -	\$ -	\$ -		\$ -	\$ -	
Gala	\$ 650	9%	\$ 7,500	\$ (1,645)	\$ 9,145	\$ 6,000	\$ 4,782	\$ 6,069	\$ 3,820	
Foundation Grants	\$ 950	106%	\$ 900	\$ -	\$ 900	\$ 900	\$ 900	\$ -	\$ -	
TOTAL	\$ 46,701	71%	\$ 65,400	\$ 13,912	\$ 51,488	\$ 47,700	\$ 67,623	\$ 63,072	\$ 51,290	
Interest Income	\$ 683	105%	\$ 650	\$ (3)	\$ 653	\$ 508	\$ 508	\$ 509	\$ 508	
Other	\$ 98		\$ -	\$ (37)	\$ 37	\$ -	\$ 106			
EARNED										
Childrens Wrkshps *			\$ -	\$ -	\$ -	\$ 300	\$ 300	\$ (100)	\$ 150	
Store Sales	\$ 40	20%	\$ 200	\$ (1)	\$ 201	\$ 200	\$ 184	\$ 15	\$ 190	
Cello Sem Tuition			\$ -	\$ -	\$ -	\$ 3,000	\$ 2,975	\$ 2,600	\$ -	
Viola Sem Tuition	\$ 100	3%	\$ 3,500	\$ (180)	\$ 3,680	\$ 3,000	\$ 2,720	\$ 3,710	\$ -	
Listening Club			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Box Office	\$ 2,311	33%	\$ 7,000	\$ (160)	\$ 7,160	\$ 5,000	\$ 4,379	\$ 5,144	\$ 5,402	
TOTAL	\$ 2,451	23%	\$ 10,700	\$ (341)	\$ 11,041	\$ 11,500	\$ 10,558	\$ 11,369	\$ 5,742	
TOTAL GROSS INCOME	\$ 49,932	65%	\$ 76,750	\$ 13,530	\$ 63,220	\$ 59,708	\$ 78,794	\$ 74,950	\$ 57,539	
<i>Misc Adj/Shift (to/from) Invstmt</i>			\$ -		\$ -	\$ 10,000	\$ (10,000)	\$ (342)	\$ -	
Total COGS			\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	
ADJUSTED GROSS PROFIT	\$ 49,932	65%	\$ 76,750	\$ 13,530	\$ 63,220	\$ 69,708	\$ 68,794	\$ 74,608	\$ 57,539	
TOTAL GROSS PROFIT	\$ 49,932	65%	\$ 76,750	\$ 13,530	\$ 63,220	\$ 69,708	\$ 68,794	\$ 74,608	\$ 57,539	

		YTD Actual 2024	% to Annual Budget	Draft Budget 2024	\$ Variance vs 2023	Actual 2023	Revised Budget 2023	#	Actual2022	Actual 2021	Actual 2020
EXPENSE											
	Other Expense - Seminar Expenses			\$ 4,800	\$ 5	\$ 4,795	\$ 11,500	\$ 10,555	\$ 7,410	\$ -	
	Off-Season Concerts			\$ -	\$ -		\$ -	\$ -	\$ -	\$ -	
	Professional Fees	\$ 19,296	77%	\$ 25,000	\$ 407	\$ 24,593	\$ 22,000	\$ 23,750	\$ 15,381	\$ 22,105	
	Special Events	\$ 802	80%	\$ 1,000	\$ (938)	\$ 1,938	\$ 750	\$ 682	\$ 350	\$ 450	
	Office Expense	\$ 3,021	192%	\$ 1,575	\$ 453	\$ 1,122	\$ 575	\$ 566	\$ 545	\$ 347	
	Farm Expense	\$ 422	8%	\$ 5,000	\$ 956	\$ 4,044	\$ 5,000	\$ 5,007	\$ 5,694	\$ 3,240	
	Website	\$ 153	102%	\$ 150	\$ (3)	\$ 153	\$ 250	\$ 263	\$ 43	\$ 300	
	Dues & Subscrip			\$ 120	\$ -	\$ 120	\$ 120	\$ 120	\$ 45	\$ 45	
	Artists' Fees	\$ 11,100	42%	\$ 26,500	\$ 50	\$ 26,450	\$ 27,000	\$ 27,060	\$ 22,150	\$ 19,150	
	Advertising & Mktg			\$ 250	\$ 250	\$ -	\$ 250	\$ 250	\$ 813	\$ 3,354	
	Postage	\$ 908	130%	\$ 700	\$ 61	\$ 639	\$ 800	\$ 810	\$ 715	\$ 980	
	Printing & Misc	\$ 1,425	143%	\$ 1,000	\$ (51)	\$ 1,051	\$ 1,200	\$ 1,082	\$ 720	\$ 624	
	Recording	\$ 930	52%	\$ 1,800	\$ 5	\$ 1,795	\$ 1,900	\$ 1,894	\$ -	\$ -	
	Other	\$ 98	98%	\$ 100	\$ 100		\$ 100	\$ 100	\$ 50	\$ 700	
	Insurance			\$ 1,600	\$ 47	\$ 1,553	\$ 1,600	\$ 1,553	\$ 1,753	\$ 1,553	
	TOTAL EXPENSE	\$ 38,155	55%	\$ 69,595	\$ 1,343	\$ 68,252	\$ 73,045	\$ 73,692	\$ 55,670	\$ 52,849	
	Net Ordinary Income	\$ 11,777	165%	\$ 7,155	\$ 12,188	\$ (5,033)	\$ (3,338)	\$ (4,897)	\$ 18,938	\$ 4,691	
	TOTAL NET INCOME	\$ 11,777	165%	\$ 7,155	\$ 12,188	\$ (5,033)	\$ (3,338)	\$ (4,897)	\$ 18,938	\$ 4,691	